

Message Text

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43

ACTION ARA-10

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SUBJ: PETROLEUM REFINERY PROJECTS ACTION APPROACH

REF: BOGOTA 1773

1. BASED ON DISCUSSIONS WITH COMMERCE MAJOR PROJECTS OFFICER AS WELL AS WITH ECOPETROL AND LOCAL BUSINESSMEN, WE BELIEVE COMMERCE SHOULD CONSIDER ORGANIZING A VISIT TO COLOMBIA BY 6-8 SENIOR OFFICIALS OF LEADING US DESIGNER-CONTRACTORS OF PETROLEUM REFINERIES, PETROCHEMICAL AND FERTILIZER PLANTS, FOR LATE SUMMER OR EARLY FALL.

2. THIS TIMING WOULD PROVIDE EMB WITH SUFFICIENT OPPORTUNITY TO (A) DEVELOP MORE DETAILED INVENTORY PROJECTS, WHICH NEW ADMINISTRATION AND ECOPETROL LIKELY TO UNDERTAKE NEXT 1-3 YEARS, (B) DETERMINE WHICH NEW GOC OFFICIALS WILL BE KEY DECISION MAKERS ON OIL SECTOR PROJECTS, AND (C) AVOID CONFLICT WITH CURRENT NEGOTIATIONS FOR TUMACO AND BARRANCABERMEJA PROJECTS.

3. IN ADDITION TO OTHER PROJECTS DESCRIBED REFTTEL, THERE IS POSSIBILITY THAT NATURAL GAS DISCOVERED BY TEXACO-ECOPETROL JOINT VENTURE IN GUAJIRA MIGHT SERVE AS FEEDSTOCK FOR PETROCHEMICAL AND FERTILIZER COMPLEX. DUPONT'S LOCAL MANAGER INDICATED HIS FIRM'S STRONG INTEREST PARTICIPATION SUCH PROJECTS ON NORTH COAST.

4. EMB WILL CONTINUE FOLLOW UP ON DEVELOPMENTS THESE PROJECTS
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AND WOULD APPRECIATE COMMERCE REACTION THIS APPROACH.

VAKY

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